



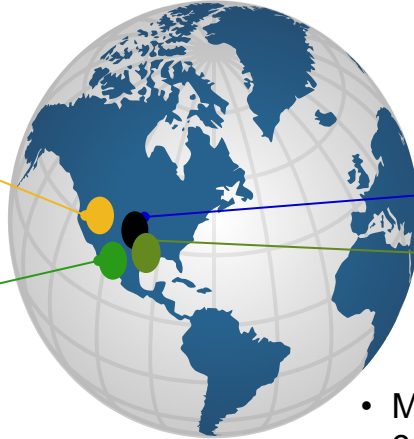
# The Maquiladora Industry in Mexico

April 2016

# IMMEX in Numbers

## Maquiladora Companies

- 6,109 empresas registradas.
- 82% in manufacturing.
- 18% in non manufacturing: fishing, agriculture, commerce and services.
- 3,267 are certified IVA/IEPS (VAT)



## GEO-STRUCTURE

- IMMEX is present in 24 States.
- Wide range of industrial sectors:
  - Automotive.
  - Aerospace.
  - Home Appliances.
  - Electric/Electronics.
  - Agroindustry y food.
  - Textile – Garments
  - Jewelry
  - Medical Equipment.



## INTERNATIONAL TRADE

- \$260 BUSD in exports/year
- 80% of total exports for Mexico.
- \$67.9 BUSD in trade surplus.



## JOBS

- More than 2.6 million direct jobs.
- 90% in the manufacturing sector
- 10% in non-manufacturing sector
- We represent 17% of Mexico's formal employment (social security)

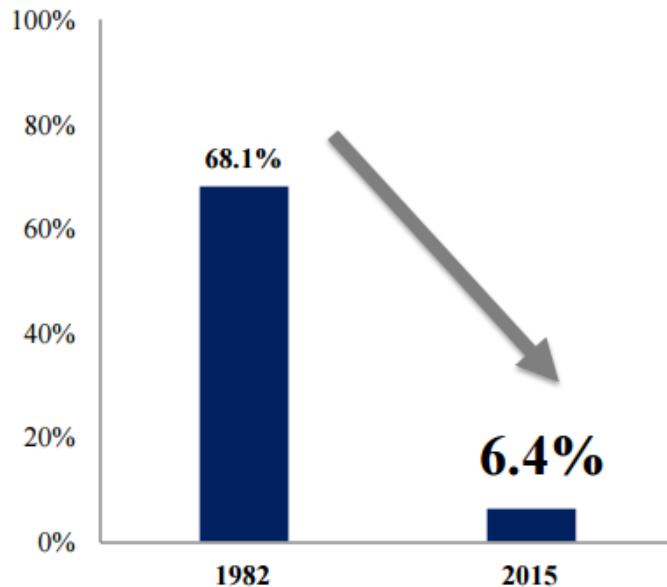


# What do IMMEX represent for Mexico?

## TRADE BALANCE

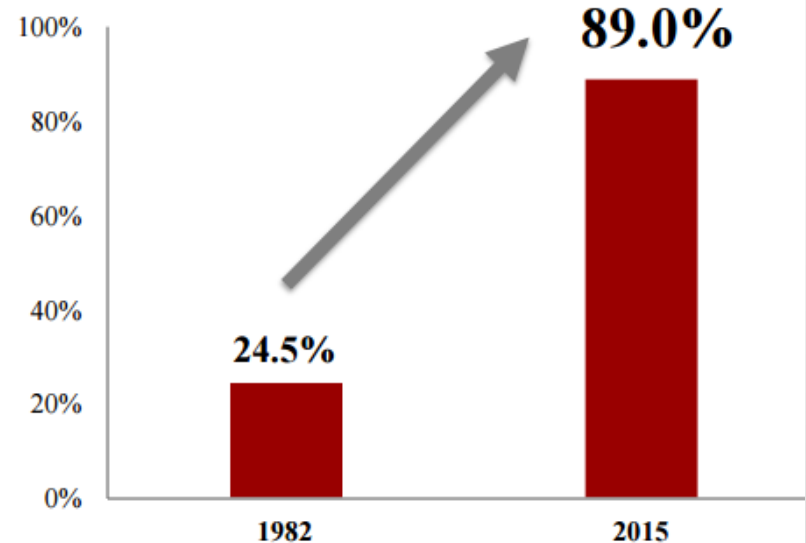
Mexico's trade structure has changed dramatically over the last 40 years.

**Oil Exports  
(% of total exports)**



Fuente: SHCP.

**Manufacturing Exports  
(% of total exports)**

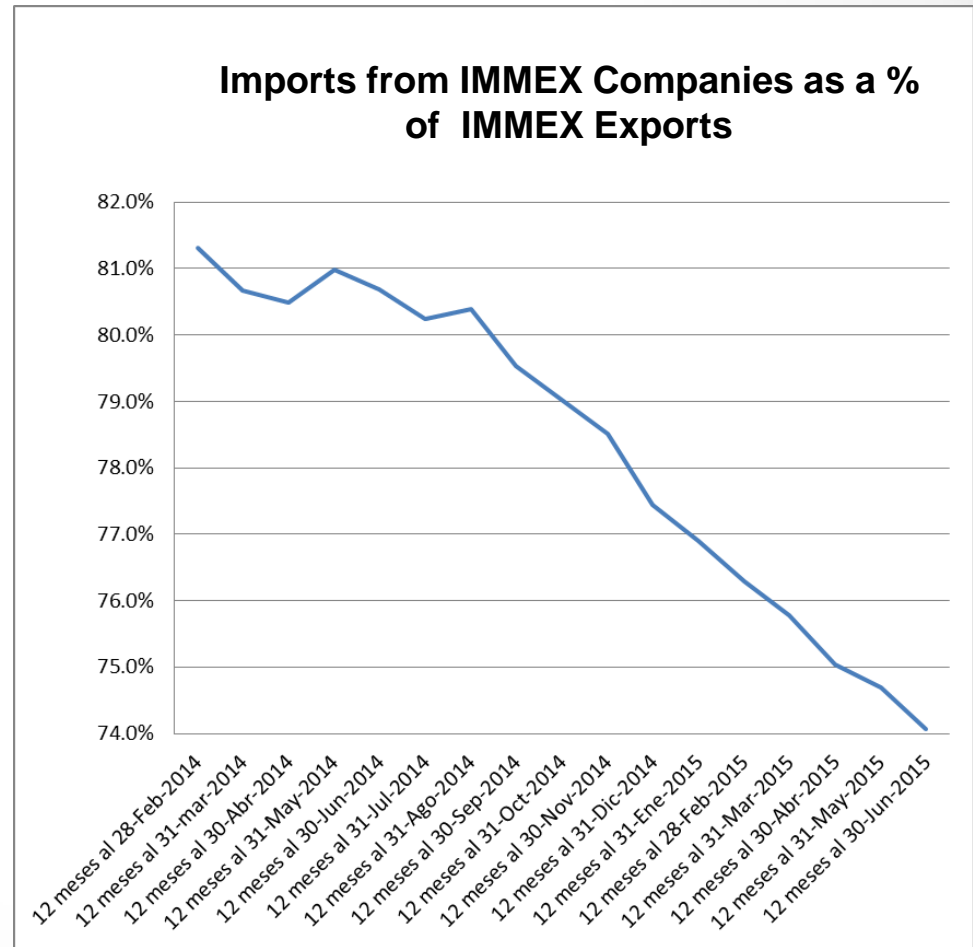


Fuente: SHCP.

# What do IMMEX represent for Mexico?

## TRADE BALANCE

- Imports grew 3% over the last year
- Exports grew 10% over the last year



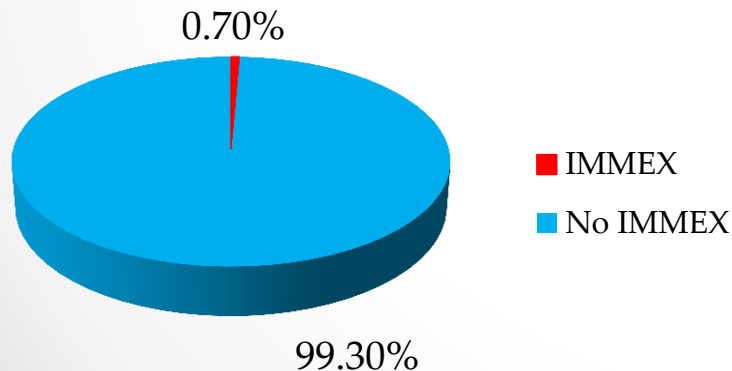
# What do IMMEX represent for Mexico?

## Employment

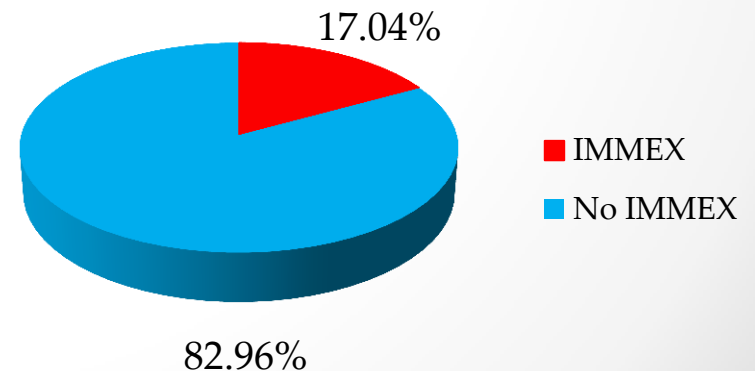
### 1. Fromal Employment:

- 17% of the 15,460,720 jobs that are registered before the Social Security Institution
- From the Universe of 873,972 employers that are registered before IMSS, the 6,109 IMMEX companies represent less than 1%

**Employers**



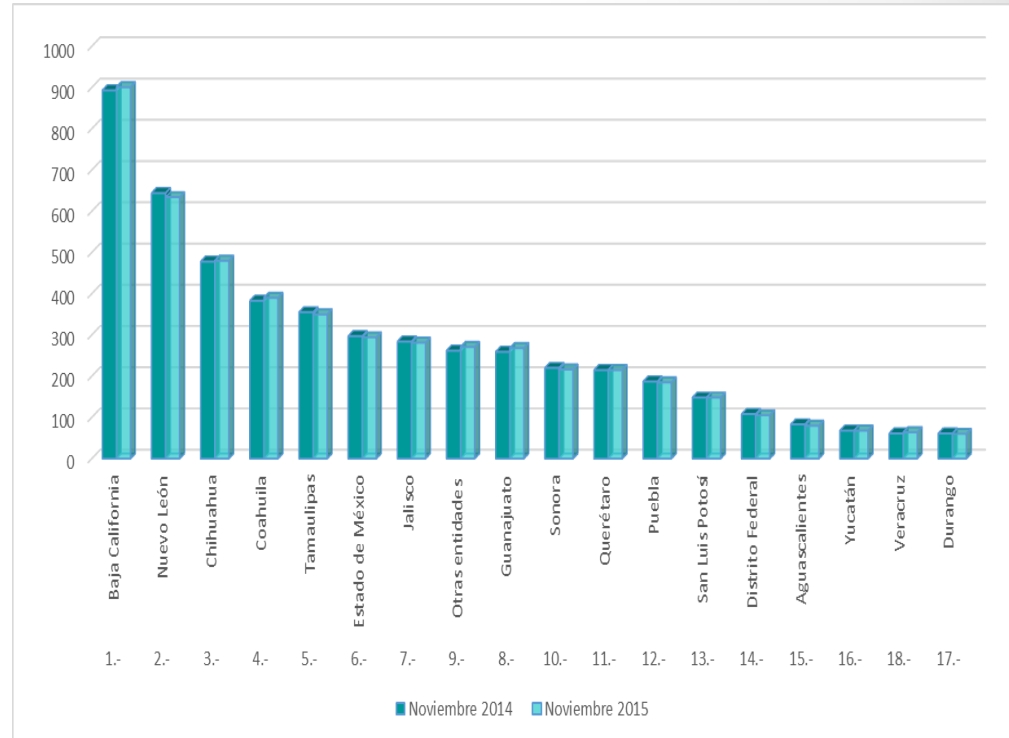
**Jobs**



# What do IMMEX represent for Mexico?

## Establishments

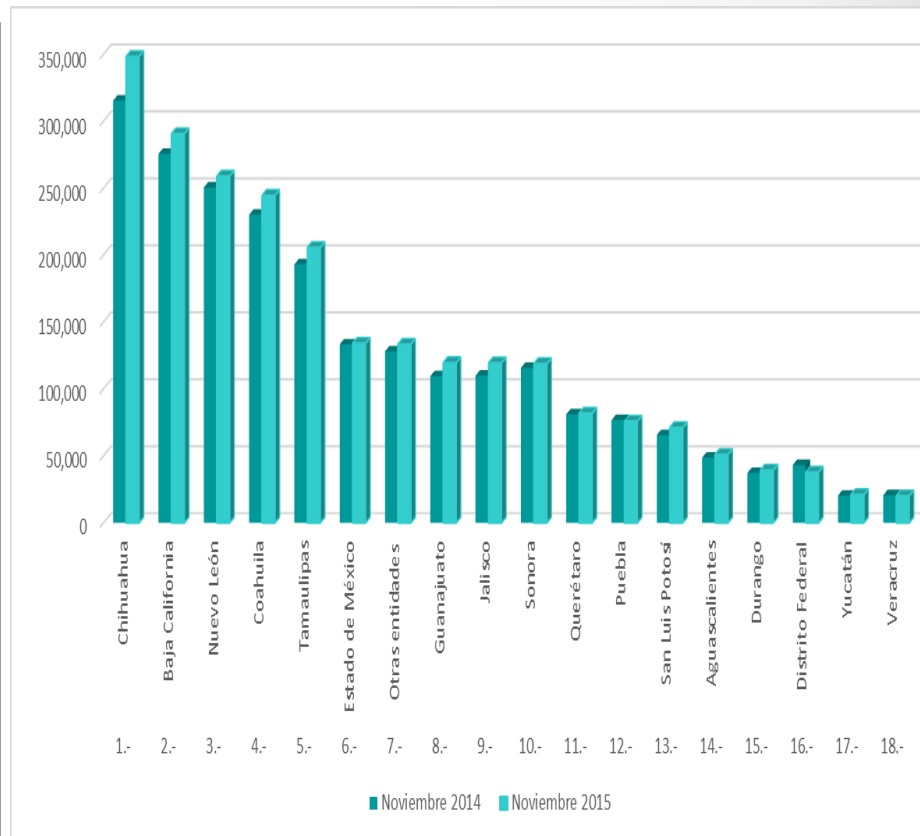
Ran k	State	November 2014	November 2015	Differenc e	%
1.-	Baja California	893	901	8	0.89%
2.-	Nuevo León	644	634	-10	-1.58%
3.-	Chihuahua	478	480	2	0.42%
4.-	Coahuila	383	390	7	1.79%
5.-	Tamaulipas	355	350	-5	-1.43%
6.-	Estado de México	297	294	-3	-1.02%
7.-	Jalisco	284	281	-3	-1.07%
9.-	Other States	262	271	9	3.32%
8.-	Guanajuato	259	268	9	3.36%
10.-	Sonora	220	216	-4	-1.85%
11.-	Querétaro	215	215	0	0.00%
12.-	Puebla	187	185	-2	-1.08%
13.-	San Luis Potosí	148	148	0	0.00%
14.-	Distrito Federal	108	105	-3	-2.86%
15.-	Aguascalientes	83	80	-3	-3.75%
16.-	Yucatán	68	68	0	0.00%
18.-	Veracruz	61	64	3	4.69%
17.-	Durango	61	60	-1	-1.67%
	Total National	5,006	5,010	4	0.08%



# What do IMMEX represent for Mexico?

## Jobs

Ran k	State	November 2014	November 2015	Difference	%
1.-	Chihuahua	315,343	348,225	32,882	9.44%
2.-	Baja California	275,614	290,485	14,871	5.12%
3.-	Nuevo León	250,403	258,830	8,427	3.26%
4.-	Coahuila	230,089	244,413	14,324	5.86%
5.-	Tamaulipas	192,972	205,481	12,509	6.09%
6.-	Estado de México	133,244	133,921	677	0.51%
7.-	Other States	128,017	133,253	5,236	3.93%
8.-	Guanajuato	109,506	119,496	9,990	8.36%
9.-	Jalisco	109,942	119,356	9,414	7.89%
10.-	Sonora	115,643	118,732	3,089	2.60%
11.-	Querétaro	80,921	81,753	832	1.02%
12.-	Puebla	76,651	75,730	-921	-1.22%
13.-	San Luis Potosí	65,542	70,933	5,391	7.60%
14.-	Aguascaliente	48,639	50,911	2,272	4.46%
15.-	Durango	37,203	39,195	1,992	5.08%
16.-	Distrito Federal	43,121	37,715	-5,406	-14.33%
17.-	Yucatán	20,310	20,924	614	2.93%
18.-	Veracruz	20,611	20,016	-595	-2.97%
	Total National	2,233,160	2,369,369	136,209	5.75%



# The IMMEX Sector in Numbers

TOP 5 JOB JOB GENERATORS IN 2015 (Relative)		
INDUSTRY	JOBS GENERATED	% GROWTH
Transportation Equipment Manufacturing	57,250	49.5%
Metallic Product Manufacutring	8,554	7.4%
Computer, Electric & Electronic Manuf	8,285	7.2%
Electric Generators	7,209	6.2%
Machinery and Equipment Manufacturing	5023	4.3%
<b>TOTAL</b>	<b>115,598</b>	

BOTTOM 5 JOB JOB GENERATORS IN 2015 (Relative)		
INDUSTRY	JOBS GENERATED	% GROWTH
Food Industy	(5,435)	-4.2%
Wood Industry	(217)	-3.7%
Printing and Related Industries	(233)	-1.6%
Apparel	(68)	-0.1%
Chemical Industry	803	1.3%

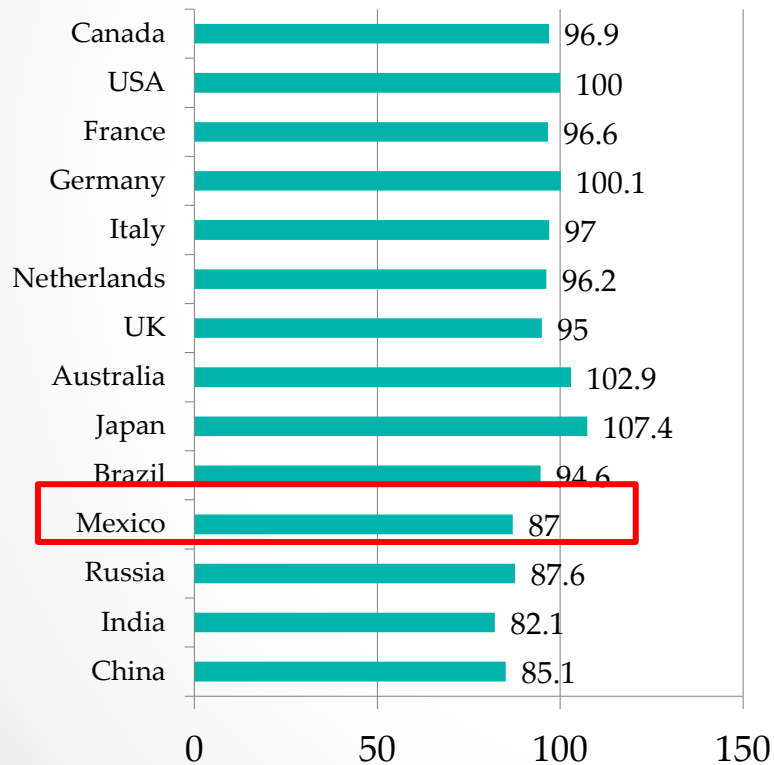
SOURCE: INEGI and INDEX by Statistics Committee.



# Why is Mexico Part of our Strategy?

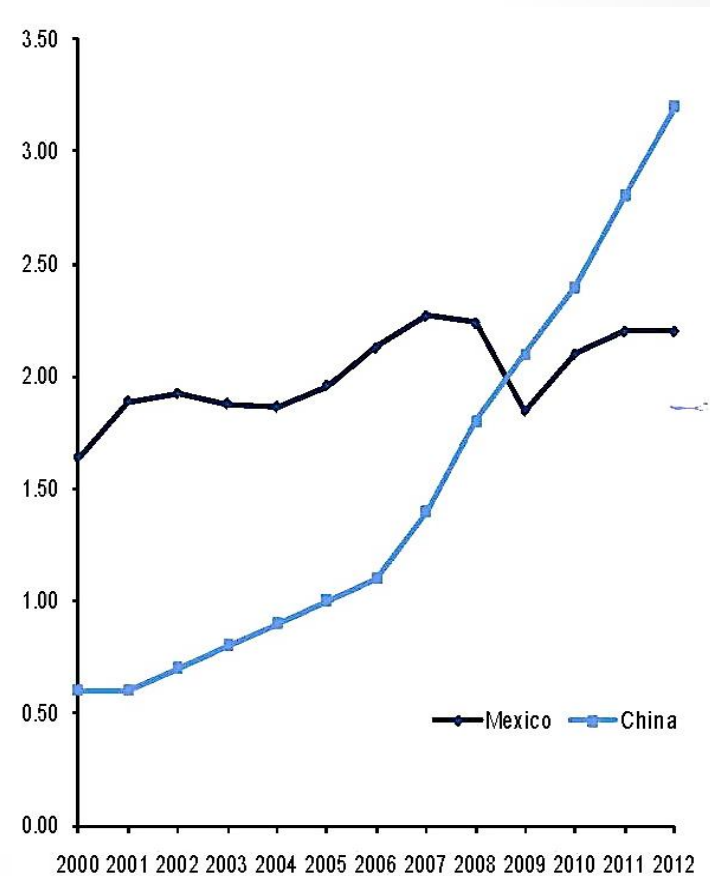
## LABOR COST IN MEXICO

### Manufacturing Cost Index



Source: KPMG from The Economist Intelligence Unit, 2012

### Cost of Labor in USD\$/hr



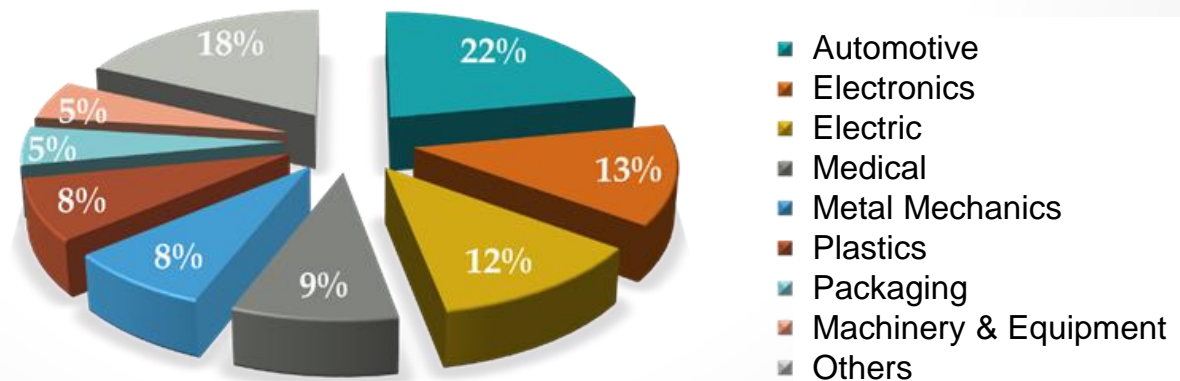
# Ciudad Juárez, Chihuahua

1. Privileged Geographic Location to access the US Market
2. 24 Industrial Parks and 15 Industrial Zones
3. 10% of the maquiladora operations in the country
4. Largest employer (city) for Maquiladora Industry in the country

## Top 5 in IMMEX Jobs

(Source: INEGI Nov 30rd 2015)

State	Jobs	% of Total
1. Chihuahua	348,225	14.7%
2. Baja California	290,485	12.3%
3. Nuevo León	258,830	10.9%
4. Coahuila	244,413	10.3%
5. Tamaulipas	205,481	8.7%
Total IMMEX Jobs	2,369,369	100%



# What is index?

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Created in 1973:

## **Our Mission**

To represent the maquiladora and manufacturing for export industry with efficiency and professionalism, through actions and high quality services, in order to achieve that Mexico becomes a leader in competitiveness in the worldwide environment.

## **Our Vision**

To be the Institution that represents the Maquiladora and Manufacturing for Export Industry with excellence and leadership.

# The National Council and Local Offices



# Index Strategic Plan

## COMPETITIVE MANUFACTURING COMPANY

LEGAL  
FRAMEWORK

TRUSTED  
EXPORTER  
PROGRAM

INFRASTRUC-  
TURE AND  
SECURITY

TALENT  
DEVELOPMEN  
T

SUPPLY  
CHAIN  
DEVELOPMEN  
T

PROMOTING  
INVESTMENT

BUSINESS ENVIRONMENT

INVESTMENT GROWTH AND INCENTIVES

PUBLIC IMAGE OF THE MANUFACTURING SECTOR

STRATEGIC ALLIANCES

# Success Stories in 2015: Negotiations with Hacienda

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- Extension of shelter benefits for four additional years.
- The authority now allows certified maquiladora companies to import permanently into Mexico, when this merchandise is acquired by companies established in Mexico.
- The authority now allows NEEC certified companies to consolidate cargo for export in one sole container, even if it is coming from several companies and they are using more than one customs broker.

# Success Stories 2015

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- The authority granted extension in benefits for VAT the exemption of VAT payment to certified maquiladora companies that were in the process of renewing their certification, until a resolution was granted.
- In the month of December we gave follow up to 122 IVA/IEPS certification processes nationwide.
- 98% of these companies were able to resolve their requirements and were able to submit a new request for renewal of IVA/IEPS certification before the time limit of December 18th.
- During 2015 we were able to reinstate 100% of the IMMEX programs that were cancelled by different causes.

# Index National Committees

## Committees

International Trade  
Fiscal  
Shelter  
Risk Assessment  
Human Capital  
Sustainability  
Logistics  
Social Responsibility  
Statistics and Positioning  
Supplier Development  
MOCEIME SECIIT

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11 Committees

## Working Groups

Aerospace  
Immigration  
Information Technologies  
Norther Border Topics  
Special Projects  
Food and Agro Industry

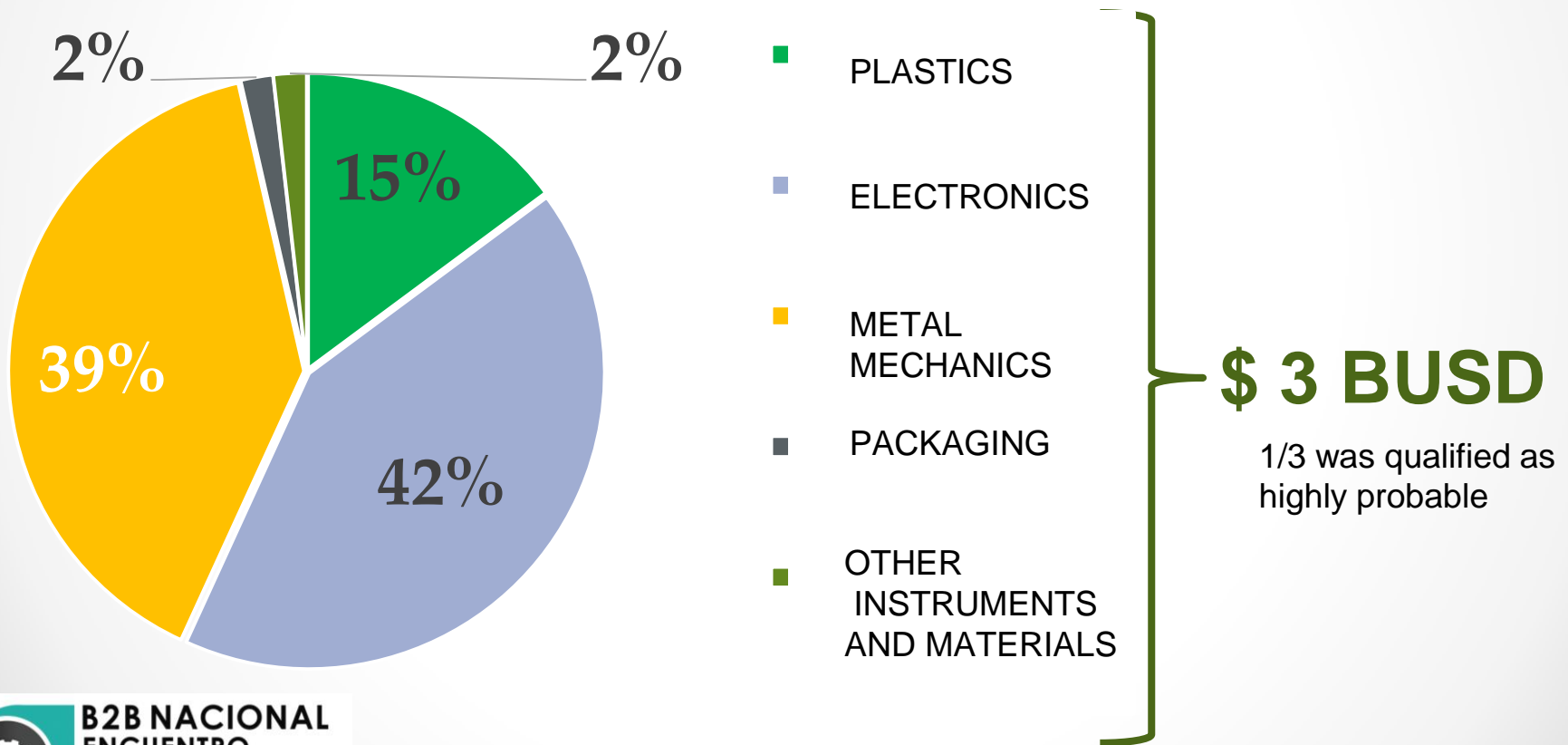
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6 Working Groups

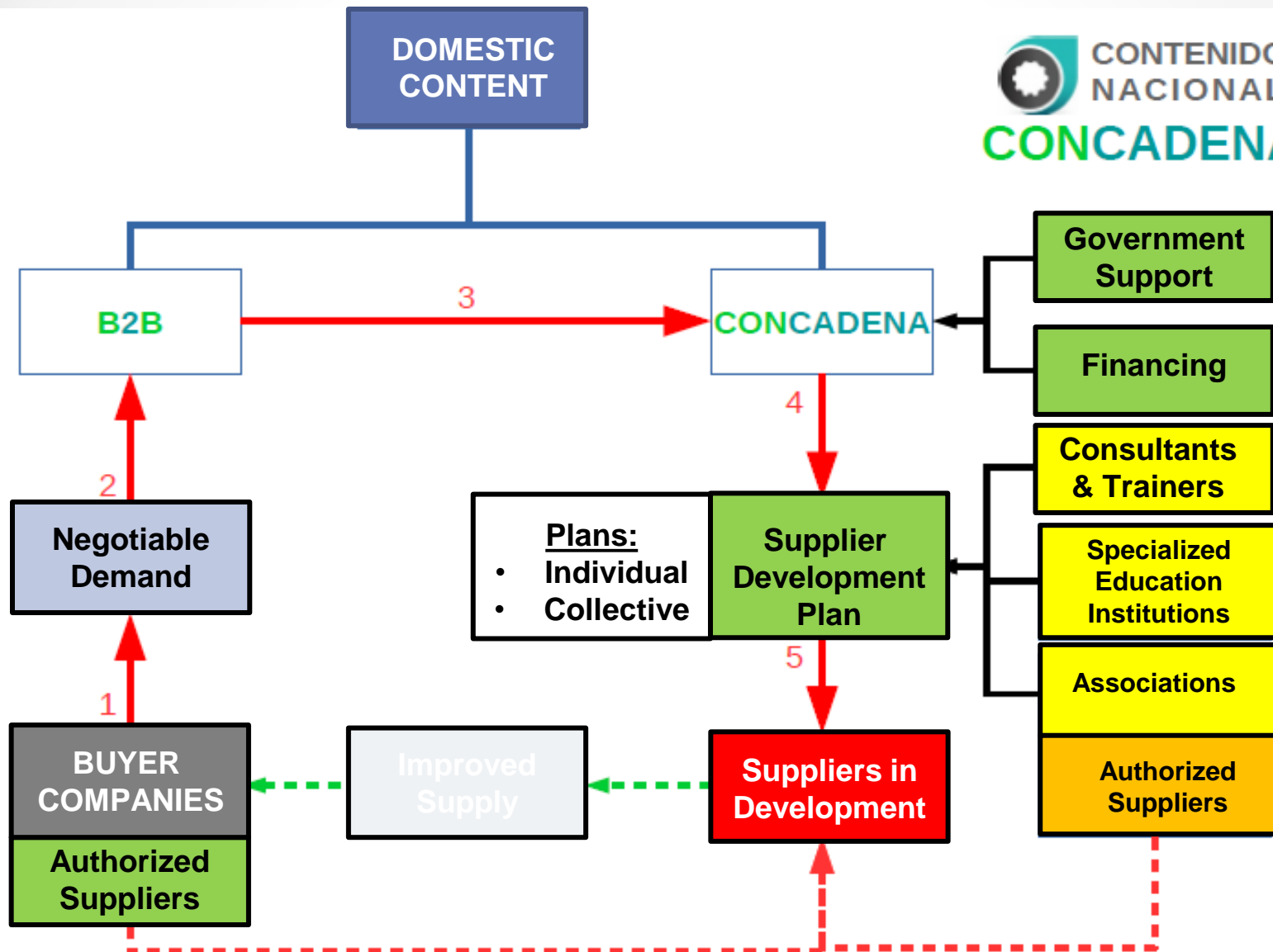


# Committee: Supplier Development

## Negotiable Demand in our First Edition (2014)



# Committee: Supplier Development



# Supplier Development



Aumentando el Contenido Nacional  
de la Industria de Exportación en México.

## DATES:

**July 5th and 6th  
Banamex Center  
Mexico City**



## DATES:

**July 5th and 6th  
Banamex Center  
Mexico City**

<http://b2b.index.org.mx/>

# 43rd National Index Convention

## LARGEST AND MOST IMPORTANT CONVENTION FOR MANUFACTURING FOR EXPORT IN MEXICO



### DATES:

**November 16th – 18th  
Tijuana, Baja California**



- International Speakers
- Technical Pannels
- Special Announcements
- Industry Projections
- Social Eventos
- Golf Tournament



**Thank you for  
supporting us to create  
a greater manufacturing  
for export industry...!**